

Message Text

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C O N F I D E N T I A L TEHRAN 3802

E.O. 11652: GDS

TAGDS: USIRJC, IR

SUBJECT: AMERICAN TECHNICAL ASSISTANCE TO IRANIAN
PORTS AND SHIPPING ORGANIZATIONS

1. APRIL 13, COUNSELOR OF EMBASSY FOR ECONOMIC AND
COMMERCIAL AFFAIRS BREWIN AND USIRJC OFFICER WARD CALLED
ON DEPUTY FOR PROJECTS AND SUPERVISION ZARRABI TO DISCUSS
PROPOSALS MADE THROUGH MARITIME ADMINISTRATION OF U.S.
DEPARTMENT OF TRANSPORTATION IN NOVEMBER OF LAST YEAR.

2. AFTER EXPLAINING DELAY IN ACKNOWLEDGING EMBASSY LETTER
OF NOVEMBER 5, ZARRABI DISCUSSED OPENLY AND FRANKLY
STAFFING PROBLEMS OF PORTS AND SHIPPING ORGANIZATION. HE
SHOWED INTEREST AND ENTHUSIASM IN MAKING USE OF AMERICAN
EXPERTS THROUGH GENERAL FRAMEWORK OF JOINT COMMISSION.
ZARRABI EMPHATIC THAT HE DOES NOT REPEAT NOT NEED YET
ANOTHER SUTDY GROUP OR TDY TEAM TO TELL IRANIANS CAUSE
AND NATURE OF THEIR PORTS PROBLEM OR SUGGEST SOLUTIONS.
IRANIANS WELL AWARE OF PROBLEMS, CAUSES, AND SOLUTIONS.
IRANIANS NEED ASSISTANCE IN IMPLEMENTATION.

3. ZARRABI FEELS FOUR TO SIX AMERICAN MARITIME
EXPERTS COULD BE USED FOR PORTS AND SHIPPING ORGANIZATION.

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THEY MUST BE:(A) GENUINE EXPERTS IN THEIR FIELD, I.E.,

PERSONS WITH HIGHEST ACADEMIC CREDENTIALS;(B) SEVERAL YEARS OF PROBLEM SOLVING EXPERIENCE. ZARRABI DOES NOT REPEAT NOT WANT"TEAM OF EXPERTS", BUT RATHER FOUR TO SIX INDIVIDUAL EXPERTS WHO COULD BE TOTALLY INTEGRATED INTO PORTS AND SHIPPING ORGANIZATION HERE.

4. ZARRABI DIVIDES TYPE OF EXPORTS INTO TWO BASIC CATEGORIES:(1) DEVELOPMENTAL AND (2) OPERATIONAL. DEVELOPMENTAL EXPERTS WOULD ACT PRIMARILY AS OBJECTIVE, NON-INTERESTED CONSULTANTS TO PORTS AND SHIPPING ORGANIZATION WHILE AT THE SAME TIME ASSISTING IN A DAY-TO-DAY PLANNING AND DEVELOPMENT OF PORTS INFRASTRUCTURE AND SUPERVISION AND TRAINING IRANIAN ENGINEERING STAFF OF ORGANIZATON. OPERATIONAL TECHNICIANS WOULD BE CONCERNED WITH THE SPECIFIC IMPLEMENTATION OF PROJECTS TO IMPROVE PORT AND MARITIME FACILITIES. ZARRABI WANTS EXPERTS WHO ARE WILLING TO "ROLL UP THEIR SLEEVES, AND GET THEIR HANDS DIRTY", MAKE DECISIONS AND ACCEPT RESPONSIBILITY.

5. ZARRABI SEES ROOM IN PORTS AND SHIPPING ORGANIZATION FOR TWO TO FOUR EXPERTS IN DEVELOPMENTAL FIELD AND ONE OR TWO EXPERTS IN OPERATIONAL FIELD. HE WILL COMMUNICATE IN WRITING TO EMBASSY MORE SPECIFIC JOB DESCRIPTIONS BY FIRST OF MAY.

5. BREWIN RAISED ISSUE OF STATUS OF TECHNICIANS UPON ARRIVAL HERE AND REQUIREMENT THAT GOI REIMBURSE FULL COST OF SENDING AMERICAN EXPERTS TO IRAN, AND EMPHASIZED NEED TO HAVE SPECIFIC DETAILS OF AGREEMENT IN WRITING BEFORE TECHNICIANS COULD COME. WHILE ZARRABI UNABLE TO MAKE SPECIFIC COMMITMENTS ALONG THISLINE, HE APPEARED TO UNDERSTAND PROBLEM AND SEEMED TO FEEL THAT PORT SITUATION HERE CRITICAL ENOUGH THAT OBTAINING DETAILED WRITTEN AGREEMENT PREVIOUS TO ARRIVAL OF TECHNICIANS MIGHT BE SOMEWHAT EASIER THAN IN CASE OF FHWA TEAM NOW HERE.

7. EMBASSY WILL COMMUNICATE SPECIFIC JOB REQUIREMENTS WHEN RECEIVED FROM PORTS AND SHIPPING ORGANIZATION.
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